around Hyderabad and Visakhapatnam, 452 are sick units, constituting 11 per cent.

(b) and (c). RBI has issued guidelines to all scheduled commercial banks in February, 1987 (modified in June 1989 and April 1993) in regard to rehabilitation of sick SSI units, containing *inter-alia* definition of sick units, viability norms, incipient sickness as also reliefs and concessions from banks/financial institutions for implementation of packages in the case of potentially viable units. Further APSFC has been monitoring the units assisted by it through periodical inspections and reports.

Revival scheme for Incab Industries Limited

3172. SHRI GAYA SINGH: Will the PRIME MINISTER be pleased to state:

(a) whether any proposal regarding new promoters for revival scheme of incab Industries Limited, Jamshedpur is lying with Government; and

(b) if so, the details thereof?

THE MINISTER OF STATE IN THE MINISTRY OF INDUSTRY (SMT. KRISHNA SAHI): (a) and (b). M/s. Incab Industries Limited, Calcutta is a private sector Company. The Government of India (Ministry of Industry, Department of Industrial Development) does not intercede on behalf of any party in such matters relating to private sector Companies. Further, there is no specific proposal for revival of M/s. Incab Industries Ltd., pending with Government.

Functioning of Hindustan Paper Corporation

3173. SHRI SATYA PRAKASH MALAVIYA: Will the PRIME MINISTER be pleased to state:

(a) whether the sales policy of M/s. Hindustan Paper Corporation is so adhoc that the management decides to pass on heavy discounts for getting orders from Government Departments and market offered on;

(b) why the sales policy regarding special discounts is not informed to all dealers in writing and keeps on changing in an ad-hoc manner;

(c) what are the reasons for several Director level posts lying vacant, specially-Director Marketing when M/s. HPC is doing distress selling in the market and to Government;

(d) what are the reasons for the letters of certain dealers not replied to at all even when they intend to place substantial order;

(e) which dealers of M/s. Orient Paper Mills, of Sirpur Paper Mills have been appointed as dealers of M/s. HPC in the past three years; and

(f) what are the details of production figures of each unit for the last three years, profit/loss figures for Nagaon and Cachar units for the last three years and the latest stock position of M/s. HPC and reason for heavy stocking?

THE MINISTER OF STATE IN THE MINISTRY OF INDUSTRY (SMT. KRISHNA SAHI): (a) and (b) Hindustan Paper Corporation has a firm sales policy. The discount structure is approved by the Pricing Committee. For strategic reasons, all stockists/distributors and interested buyers are advised personally by the Sales offices regarding special discounts.

(c) No post of Director is lying vacant in Hindustan Paper Corporation. The post of General Manager (Marketing) was created keeping in abeyance the post of Director (Marketing).

(d) Communications from dealers are dealt with as per HPC's standard practice.

(e) According to the information available with Hindustan Paper Corporation, M/s. Premier Papers Ranchi; M/s. Laxmi Traders, Agra; M/s. Laxmi Traders, Calcutta and Bhagawati Paper Mart, Allahabad are common distributors.